

From: nancysobol@stans.net [mailto:nancysobol@stans.net]
Sent: Thursday, October 20, 2005 6:15 PM
To: ATR-Real Estate Workshop
Cc: ftcdojworkshop@realtors.org
Subject: Competition & the Real Estate Workshop

This letter is being send to help you understand just how competitive the Real Estate market is.

In my area alone, there are over 1,100 licensed Realtors. Each one of us is working in harmony with each other to share our listings in order to take care of our clients (the public). This is through the MLS. We pay for this service out of our hard earned commission. We are also shareholders of our MLS, does that make us a utility?

The beautiful and unique thing about our industry is the sharing of all of our inventory. This is almost unheard of in other businesses. The MLS allows us to do that. We can be a high roller, selling millions of dollars of Real Estate or a specialty market agent, selling one or two properties per year . We are all equal and have access to the same information.

The new ILD is a win-win for consumers and Realtors and I hope you will adopt it.

Thanks

Nancy Sobol
Remax Traditions
815 338 4455